

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
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COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2002 ANNUAL FINANCIAL REPORT (California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fund-raiser: MKTG TeleServices, Inc. 101 Continental Blvd., Suite 400 El Segundo CA 90245-4512	Name and Address of Charitable Organization: CT No. <u>97702</u> F.E.I.N. No. <u>132630359</u> NARAL PRO-CHOICE AMERICA Name of Charity <u>1156 15th Street, NW #700</u> Address of Charity <u>Washington DC 20005</u> City, State, and ZIP Code of Charity
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Figures from (check one): National Campaign ☐ California Campaign ☐

Telemarketing held (on) (from) 5/1/2003, 20 , to 12/31/2003, 20
(Type of Activity) (Date or dates must be shown)

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one)
If other, provide brief explanation _____

Fee ☒ Percentage ☐
Other ☐

1. REVENUE

A. Cash contributions	<u>\$39,207</u>	A.
B. Entertainment sales or admission charges	_____	B.
C. Sales from products	_____	C.
D. Advertisement sales	_____	D.
E. Membership fees	_____	E.
F. Other sources: (Specify)		
a. _____	_____	Fa.
b. _____	_____	Fb.
c. _____	_____	Fc.
d. _____	_____	Fd.

G. TOTAL REVENUE

\$39,207 G.

2. EXPENSES

(SEE ATTACHED)

A. Fees or commissions	_____	A.
B. Salaries	_____	B.
C. Payroll taxes	_____	C.
D. Employee benefits	_____	D.
E. Cost of merchandise for resale	_____	E.
F. Cost of entertainment	_____	F.
G. Postage	_____	G.
H. Advertising	_____	H.
I. Telephone	_____	I.
J. Rental of equipment	_____	J.
K. Facilities charge	_____	K.
L. Permits	_____	L.
M. Other expenses: (Specify)		
a. _____	_____	Ma.
b. _____	_____	Mb.
c. _____	_____	Mc.
d. _____	_____	Md.

N. TOTAL EXPENSES

\$75,464 N.

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3. Amount to Charity (subtract line 2N from line 1G) (\$36,257) 3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity) _____ 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) _____ 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) (\$36,257) 6. ✓

7. (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?

☐ Yes ☒ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fund-raiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

- (b) For each affiliation identified in 7 (a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Signature of authorized officer (Commercial Fund-raiser) Paul S. Papich, Sr. VP 1/14/04
Printed Name Title Date

This report must be signed by two officers or directors of the charitable organization for verifying the distribution.

Signature of authorized officer/director (Charity) John M. Botts CFO 1/7/04
Printed Name Title Date

Signature of authorized officer/director (Charity) Mary Jane Gallagher CFO 1/7/04
Printed Name Title Date

MKTG TeleServices, Inc.
 NARAL Pro-Choice America
 2003 Telefundraising Campaign

Total money received by	NARAL Pro-Choice America	\$39,207
Total fees paid to	MKTG TeleServices, Inc.	\$75,464
Total net to	NARAL Pro-Choice America	(\$36,257)

fees paid to MKTG TeleServices, Inc.: prorated expenses	
payroll	\$46,788
office rental pro rata share	\$3,773
telephone	\$6,037
utilities	\$0
postage	\$3,019
printing	\$6,792
fundraising registration	\$755
insurance	\$755
recruitment	\$0
depreciation	\$3,019
office	\$1,509
other overhead expenses	\$2,264
total campaign expenses*	\$74,709
MKTG TeleServices net for profit and admin overhead	\$755

Total fees paid to MKTG TeleServices, Inc.	\$75,464
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*these expenses are based on MKTG TeleServices' operating ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to MKTG TeleServices by the charitable organization.